



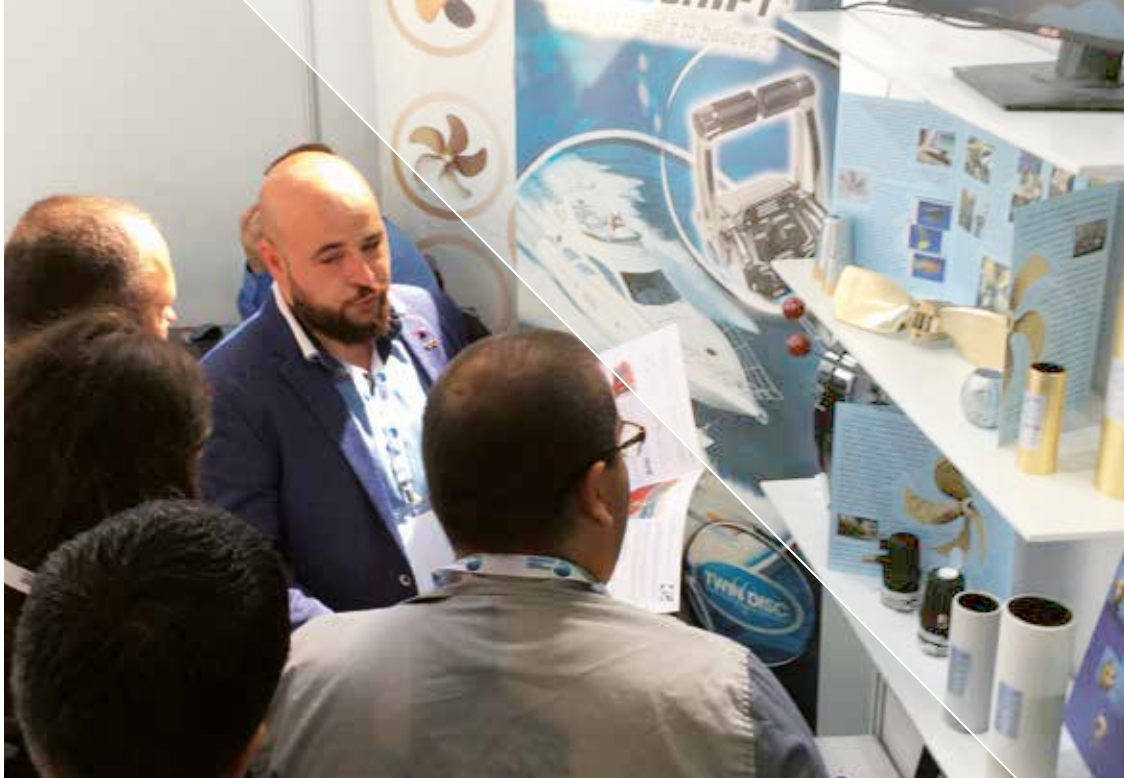
EUROPORT ROMANIA

18-20 May 2021 | IDU Hall, Constanța



MEET THE BLACK SEA MARITIME INDUSTRY

EXCLUSIVE MARITIME NETWORKING EVENT



18-20 May 2021 sees the return to Constanta where, once again, the doors will open for a new edition of Europort Romania. The premier maritime networking event of the Black Sea will be held for the 13th time and will connect maritime technology and service suppliers with high level professionals from Romania and surrounding shipbuilding markets. Will you join as well?

SEIZING NEW OPPORTUNITIES

Since Europort's last foray into the heart of the Romanian shipbuilding sector a lot has happened in the local industry. Foreign investors were eager to make their mark on the excellent facilities and high output marketplace and this resulted in both the acquisition of as well as a renewed focus on big yards by world renowned players like Vard, Fincantieri and Damen. And these efforts have not gone unnoticed by the world at large. Richard Branson's Virgin Voyages newest cruise ship sees sections build in Tulcea while the increased focus on hybrid, electrical and even no-crew ships have become a focus of the entire local industry making Romania a frontrunner in innovation.

This all comes on top of a marketplace already well versed in the new building, maintenance and repair of all types of ships, including, but

not limited to tankers, inland navigation vessels tugboats, freighters, patrol boats, LPG carriers, supply ships, naval specials, ferries, (mega) yachts and dredgers.

Since most of the maritime equipment is imported, Romania offers great opportunities for international suppliers. There is a demand for technological expertise in propulsion, electronics, automation, communication, hydraulics, safety and green technology to mention just a few. The need for skilled labour is high and this opens up new avenues of revenue for those matching skilled workers with shipyards and local industries. Will you seize the opportunities?

CONSTANTA, A MARITIME HUB

Europort Romania is held in Constanta for a reason! It is the most important seaport in Romania and the largest port in the entire



MEETING THE RIGHT

Black Sea area. Its position on the cross-roads of trade routes between Central and Eastern Europe on one side and Transcaucasia and Central Asia on the other has established the city as the maritime hub of the region. But the city is not just known for its sea connections. It is also an important port for the inland waterways and the Rhine-Main-Danube corridor can be followed from here all the way to its sister city of Rotterdam. This makes its position at the terminus of the most strategic of Europe's inland waterways of vital importance to this large market. An abundance of hotels and restaurants have proven to underscore Constanta's ideal position to host Europort Romania with many meeting or social gathering lasting until the small hours of the night.

VISITOR PROFILE

Europort Romania is well attended by the management, technical, purchasing, engineering and operational departments of shipyards, maritime, offshore and inland ship owners, ship brokers, trading companies, salvage

companies, navigation channel administration companies, towage and harbour services, naval authorities, port managers and marine designers.

SHIPYARD VISIT

On Monday 17 May, Europort Romania exhibitors will have the exclusive opportunity to join a special visit to one of Romania's high-profile shipyards: Damen Shipyards Mangalia. Since Damen has taken over management of the Mangalia yard it has already started to construct complex ships including LNG-Hybrid Ro-Ro ferries, a new crawler diamond recovery vessel for offshore operations in Namibia and the upgrading of salvage tugboat PERSEUS. This shipyard tour will enable Europort exhibitors to experience Damen's Magalia facilities and meet the management on site.

ANCONAV MEMBERS' MEETING

Europort has a close relationship with the Romanian Shipbuilders Association ANCONAV. They will again



PEOPLE

host their special member's meeting during the event allowing associated companies to strengthen relationships with the participating exhibitors. Florin Spataru, President of ANCONAV says, "We very much welcome Europort to have its foothold here in Romania for such a long time. It underlines the strategic role that Romania plays in the international shipbuilding industry and the opportunities that our country offers for international stakeholders."

EXCLUSIVE SET-UP

Europort Romania is known for being a compact, yet effective networking event. For this reason, most of the former participants have become 'regulars'. The exclusive set-up offers space for a maximum of 50 participants who will all benefit from ready-to-use stands, catering packages, a shipyard visit, buyers' meetings and a series of social networking opportunities. The perfect ingredients for establishing long time business relationships. Make sure to secure your participation in time!

'ALL-IN' FORMULA: EASY AND EFFECTIVE!

For Europort Romania full service participation packages have been composed, making your participation as easy and effective as possible.

PACKAGE A

9 M ²	€ 5,250.-
12 M ²	€ 6,050.-
18 M ²	€ 7,550.-

Prices are excl. VAT and based on 1 person
Additional stand crew € 950.- each

INCLUDING:

- stand space, shell scheme, fascia with company name, carpet, spots, electricity, 1 table, 4 chairs, 1 shelf with 3 rows
- 5 hotel nights incl. breakfast in 4-star hotel
- lunch during construction and exhibition days (Mon/Tue/Wed/Thu)
- 1 dinner, 1 BBQ, 1 networking reception
- shipyard visit
- transfer from Bucharest airport to hotel and return

OPTIONAL:

Customized graphic shell scheme panels:
€130.- per panel

PACKAGE B

9 M ²	€ 4,550.-
12 M ²	€ 5,350.-
18 M ²	€ 6,850.-

Prices are excl. VAT and based on 1 person
Additional stand crew: € 350.- each

INCLUDING:

- stand space, shell scheme, fascia with company name, carpet, spots, electricity, 1 table, 4 chairs, 1 shelf with 3 rows
- lunch during construction and exhibition days (Mon/Tue/Wed/Thu)
- 1 dinner, 1 BBQ, 1 networking reception
- shipyard visit

OPTIONAL:

Customized graphic shell scheme panels:
€130.- per panel

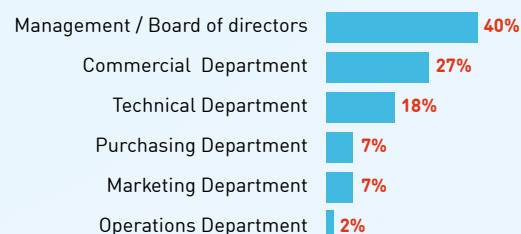
KEY FIGURES AT A GLANCE

VISITORS

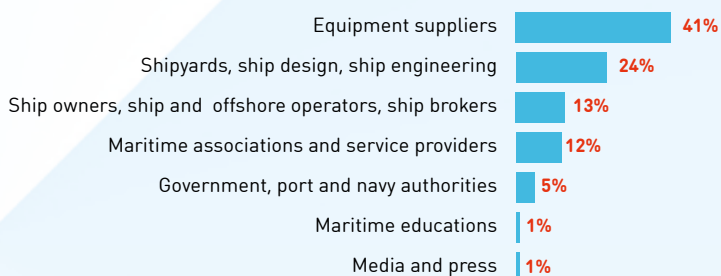
Visitor motivations for attendance



Visitors by functional background



Visitors by type of business

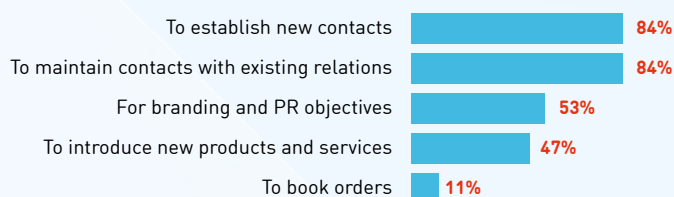


Decision-making authority



EXHIBITORS

Exhibitors' objectives for participation



How exhibitors reached their goals



● Very good ● Good ● Moderate ● Poor

EXHIBITOR SATISFACTION

82% of the exhibitors expressed that they were satisfied in an overall assessment of the event **83%** the exhibitors believe that the Romanian market will become more important to their company within the next years **75%** of the exhibitors indicated that they will most likely return in 2020

5 REASONS WHY YOU SHOULD NOT MISS OUT:

- Proven track record as Romania's premier maritime event
- A once every 2 year opportunity to meet the region's key industry players
- Exclusive set-up to guarantee high-quality networking
- Attractive programme with buyers' meetings and social gatherings
- Easy and effective participation through full service packages

Opening hours

Tuesday	18 May 12.00 – 17.00 hours
Wednesday	19 May 10.00 – 17.00 hours
Thursday	20 May 10.00 – 15.00 hours

Venue

IDU Hall, Mamaia, Constanța

Contact

Rotterdam Ahoy
P. O. Box 5106
3008 AC Rotterdam
The Netherlands

T +31 10 293 33 45
E info@europort.nl

For a complete list of international representatives
please check **www.europort.nl**

Supported by:



**Dutch Embassy
Bucharest**



Organised by:

**ROTTERDAM
AHoy**